

Message Text

SECRET

PAGE 01 BUCAR 08445 181023Z
ACTION SS-25

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S E C R E T BUCHAREST 8445

EXDIS

E.O. 11652: XGDS-1
TAGS: TSPA ACOM PFOR RO
SUBJECT: VIP COMMUNICATIONS

REF: STATE 269547

1. PER REQUEST CONTAINED PARA 4 OF REFTEL, SCIATT DISCUSSED RECENT DEVELOPMENT CONCERNING PROPOSED SALE OF TELECOMMUNICATIONS PACKAGE WITH MIRCEA COSTESCU OF TECHNOIMPORT. SCIATT EXPLAINED THAT WE HAD LEARNED THAT RONUNIANS HAD ASKED E-SYSTEMS TO RESUBMIT ITS BID AND THAT OTHER FOREIGN COMPANIES, E.G. MITSUBISHI MIGHT ALSO BE IN THE RUNNING. SINCE USG WAS DEEPLY INVOLVED, AS A BROKER, WE WANTED TO CLARIFY OUR ORIGINAL UNDERSTANDING THAT THIS WAS NOT A STRAIGHT COMMERCIAL TRANSACTION AND THAT STRICTEST CONFIDENCE WAS TO BE MAINTAINED.

2. COSTESCU REACTED IN A RATHER STARTLED WAY TO HHE STATEMENT ABOUT MITSUBISHI AND IN EFFECT SAID THAT IT WAS NONE OF THE USG'S BUSINESS WHAT FOREIGN COMPANIES THE GOR DID BUSINESS WITH. CONCERNING THE RECALL OF E-SYSTEMS, HE READILY ADMITTED THAT THEY WANTED TO SEE IF E-SYSTEMS COULD BEAT THE COLLINS OFFER. HE REAFFIRMED THAT THE GOR PREFERRED TO DO BUSINESS WITH AN AMERICAN FIRM, AND ACKNOWLEDGED THAT THERE WERE SENSITIVITIES ON BOTH SIDES THAT CALLED FOR STRICT CONFIDENTIALITY.

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3. WE ARE INCLINED TO ACCEPT COSTESCUGGS AFFIRMATION THAT THE GOR PREFERS TO DEAL WITH THE USG AND A U.S. COMPANY FOR THIS TRANSACTION. WE ARE ALSO INCLINED TO BELIEVE THAT THE RECALL OF E-SYSTEMS AFTER A LONG SILENCE IS A NEGOTIATING TACTIC DESIGNED TO BRING PRESSURE ON COLLINS. ALTHOUGH COSTESCU DID NOT DIRECTLY ADMIT TO NEGOTIATIONS WITH MITSUBISHI

HIS SOMEWHAT FLUSTERED REACTION POINTS TO A CONCLUSION THAT WHERE THERE IS SMOKE THERE IS FIRE. THE ROMANIANS HAVE UNDOUBTEDLY TALKED WITH MITSUBISHI AND PERHAPS OTHER FOREIGN FIRMS AS WELL IN THEIR QUEST FOR A BARGAIN. DESPITE THE SCIATT'S EXPLANATION OF THE POLITICAL SENSITIVITY THAT IS ATTACHED TO THIS TRANSACTION IN THE U.S., AND THE NEED TO KEEP THE NUMBER OF THOSE WHO ARE AWARE OF IT TO A MINIMUM IN ORDER TO PRESERVE CONFIDENTIALITY, WE ARE INCLINED TO BELIEVE THAT THE ROMANIANS DO NOT REALLY UNDERSTAND THIS ASPECT. AS WELL AS THEY MIGHT OR SHOULD.

4. IN CLOSING, COSTESCU SAID THAT NO MATTER HOW THE COMMUNICATIONS PACKAGE TRANSACTION CAME OUT, THEY WERE COMMITTED TO BUYING THE AIRCRAFT FROM BOEING, AND ZGAVARDIDI, HE AND ANOTHER TEHNO OFFICIAL PETRAIKA MIGHT GO TO SEATTLE NEXT WEEK TO SIGN THE PURCHASE AGREEMENT.
SIMONS

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NNN

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